



19th & 20th November 2002
Sir Francis Drake Hotel
San Francisco, Ca., USA

IN CO-OPERATION WITH CEMENT DISTRIBUTION CONSULTANTS



**ECONOMIC SOLUTIONS FOR THE IMPORT
AND EXPORT OF BULK MATERIALS USING
MOBILE AND SURFACE MOUNTED
EQUIPMENT ELIMINATING FIXED PORT
INFRASTRUCTURE**

Barry Woodbine
Managing Director
B&W Mechanical handling Ltd.
England

Biography

Barry Woodbine
Managing Director
B&W Mechanical Handling Ltd.
England

Barry Woodbine is Managing Director of B&W Mechanical Handling Ltd. of England serving the Ports and Terminals industry worldwide with their unique range of Mobile Handling and Stacking systems plus the Samson Surface Feeder equipment.

In June 2002 the Aumund Group based in Germany and a well-known and respected name in the cement industry for over 80 years acquired B&W.

Mr. Woodbine joined the family business, as it was, direct from college progressing through the management structure gaining experience in all aspects of the company activities from basic engineering through design, manufacture and commissioning of equipment.

During his 35-year involvement with B&W he has been directly responsible for the design and development of the complete B&W range of products covering all aspects of the materials handling industry.



Economic Bulk Terminals

Minimising Investment
with
Total Flexibility



Head Office in Rheinberg Germany

Established 1922

Subsidiaries: -

- Aumund USA (Atlanta)
- Aumund France
- Aumund Brazil
- Aumund India
- Aumund China
- Aumund Poland
- Aumund Switzerland
- Aumund Contracting
- Premas Switzerland

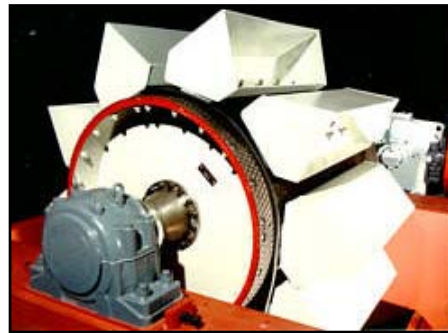
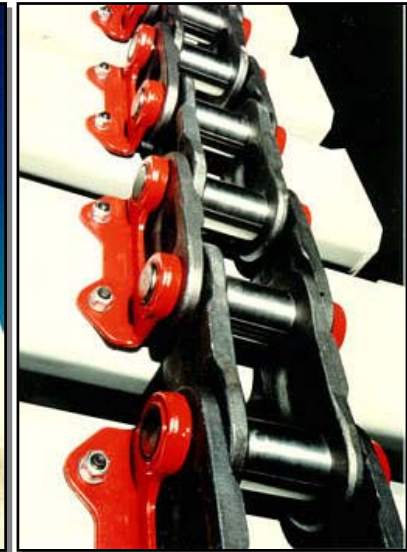
Manufacturing Units: -

- Aumund Fördertechnik
- Louise – Germany.
- Schade – Germany.
- B&W – England.



Plate Feeders.

**Famous throughout the
Cement Industry Worldwide**



Bucket Elevators and Pan Conveyors.



Chain Scraper Conveyors.

**Professional Heavy
Duty Feeders and
Hopper Dischargers**



Centrex® and Rotary Silo
Dischargers.



Portal Reclaimers and Stackers.

High Performance Stackers and Reclaimers for Heavy Industry and the Largest Bulk Terminals



Shiploaders



Stormajor



Link Conveyors



Grab Hoppers



Samson Feeders



Economical Alternatives
Fast Track Availability
Minimum Civil Works

B&W History – Located in England



Historic
Ely Cathedral

B&W Engineering was formed in 1966 as a partnership between
Tom Brown and Raymond Woodbine
hence the name **B&W**

The partnership traded until 1978 when the limited company B&W Mechanical Handling Ltd as the business started to grow and develop new products.

During the 1980's and 90's the company consolidated its core product range and diversified into many different industries and in particular for Ports and Terminals.

B&W joined the Aumund Group in June 2002

Mobility

+

=

**Surface
Mounting**

Minimum Capital Cost

Maximum Flexibility

Minimum Civil Works

Fast Track Availability

Minimum Operating Cost

Petroleum Coke Imports Direct from Tipping Trucks



Material received by the Samson and transferred to local storage

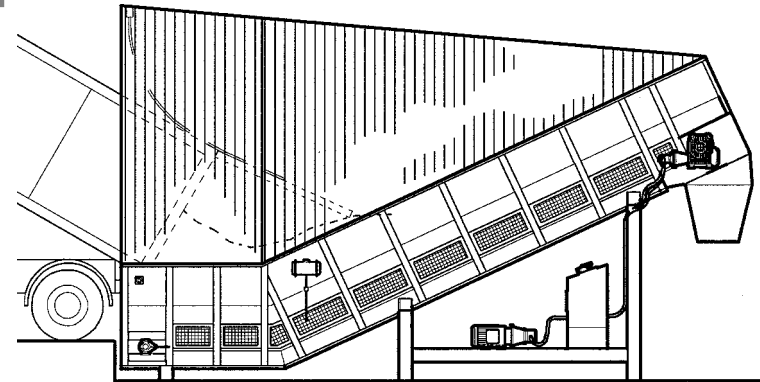


- Surface Mounting.
- No Expensive Excavation.
- Flexibility in Location.
- Easily Relocated.
- Minimum Dust Generation.
- Easy Maintenance Access.
- Reduced Energy Demand.
- A Flexible Investment.

Surface Installation



Surface installation eliminates underground pits and hoppers with complete flexibility in location and relocation



Cost Saving with Environmental Benefits



Material flows from the truck in a controlled stream avoiding dust generation at source

Dust extraction is seldom required reducing capital and operating costs



The Stormajor Radial Stacker



Combining a Samson Feeder
with a Radial Stacking Boom
mounted to a mobile chassis



- Receives Direct from Trucks.
- Fully Mobile
- No Fixed Equipment.
- High Performance.
- Huge Stockpile Capacity.
- Compact.
- Autonomous.
- Flexible and Economical.

The Stormajor Barge Loading



Barge Loading direct from trucks with **no permanent infrastructure or civil works**



The Stormajor Rail Wagon Loading



The Stormajor provides a mobile solution for rail wagon loading direct from road trucks

Mobile Shiploaders



Mobile Shiploaders operate on a simple flat quay area without fixed port infrastructure leaving the berth clear after loading



- Receive Direct from Trucks.
- Fully Mobile
- No Fixed Equipment.
- High Performance.
- High Loading Rates.
- Viable for Short Contracts.
- Autonomous.
- Flexible and Economical.

Cement Clinker Exports

Mounted
Samson Feeder
with integral
dust extraction

Loading Rate – 1,100 t.p.h.

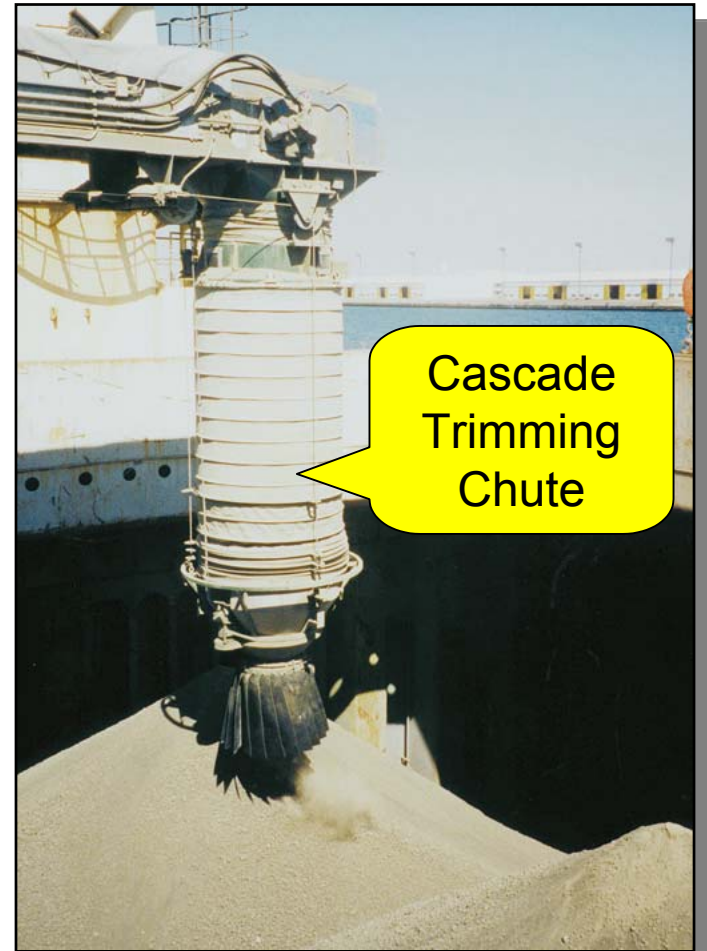


Clinker Exports direct from
Trucks or Loading Shovels

Dust Controlled Clinker Handling



Dust Control including a Cascade
Trimming Chute for **minimum**
environmental pollution



Sterling Series Mobile Shiploader

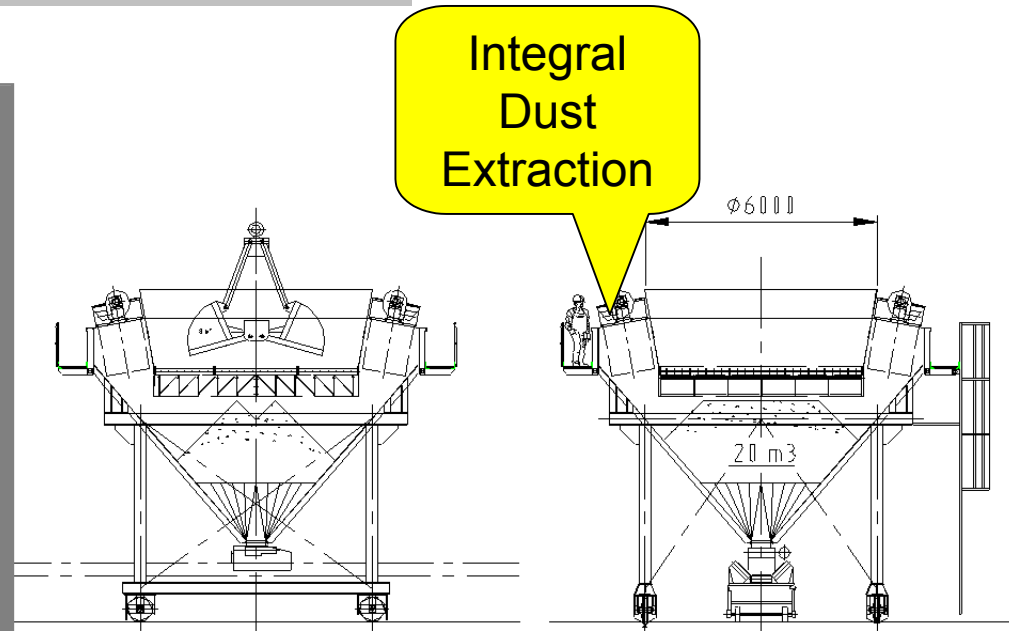


Four Integral Samson Feeders

For vessels to Panamax size
and loading rates to 2,000 t.p.h.
retaining complete mobility

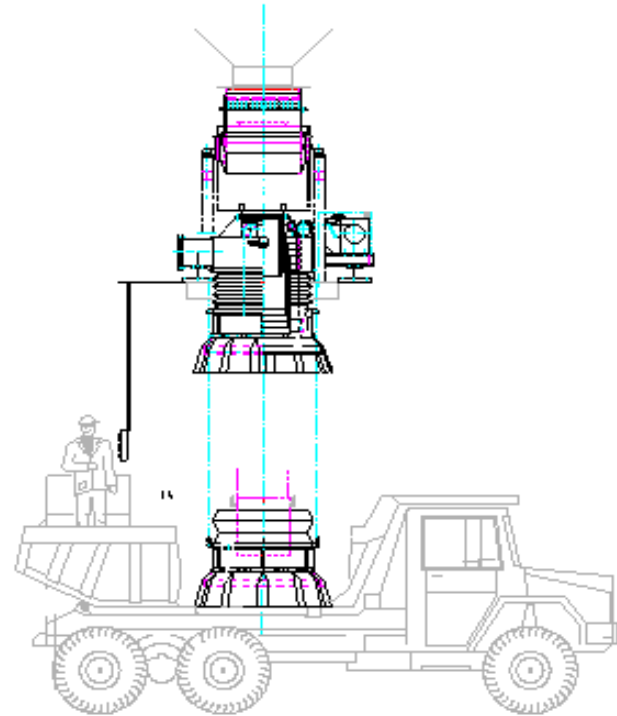


Dust Controlled Imports



Ship Unloading by Grabs with
Dust Controlled Hoppers offer an
economical and environmentally
acceptable solution for
All Bulk Materials

Dust Controlled Truck Loading Spouts



Combined with a Grab Hopper
providing maximum
environmental protection

Link Conveyors

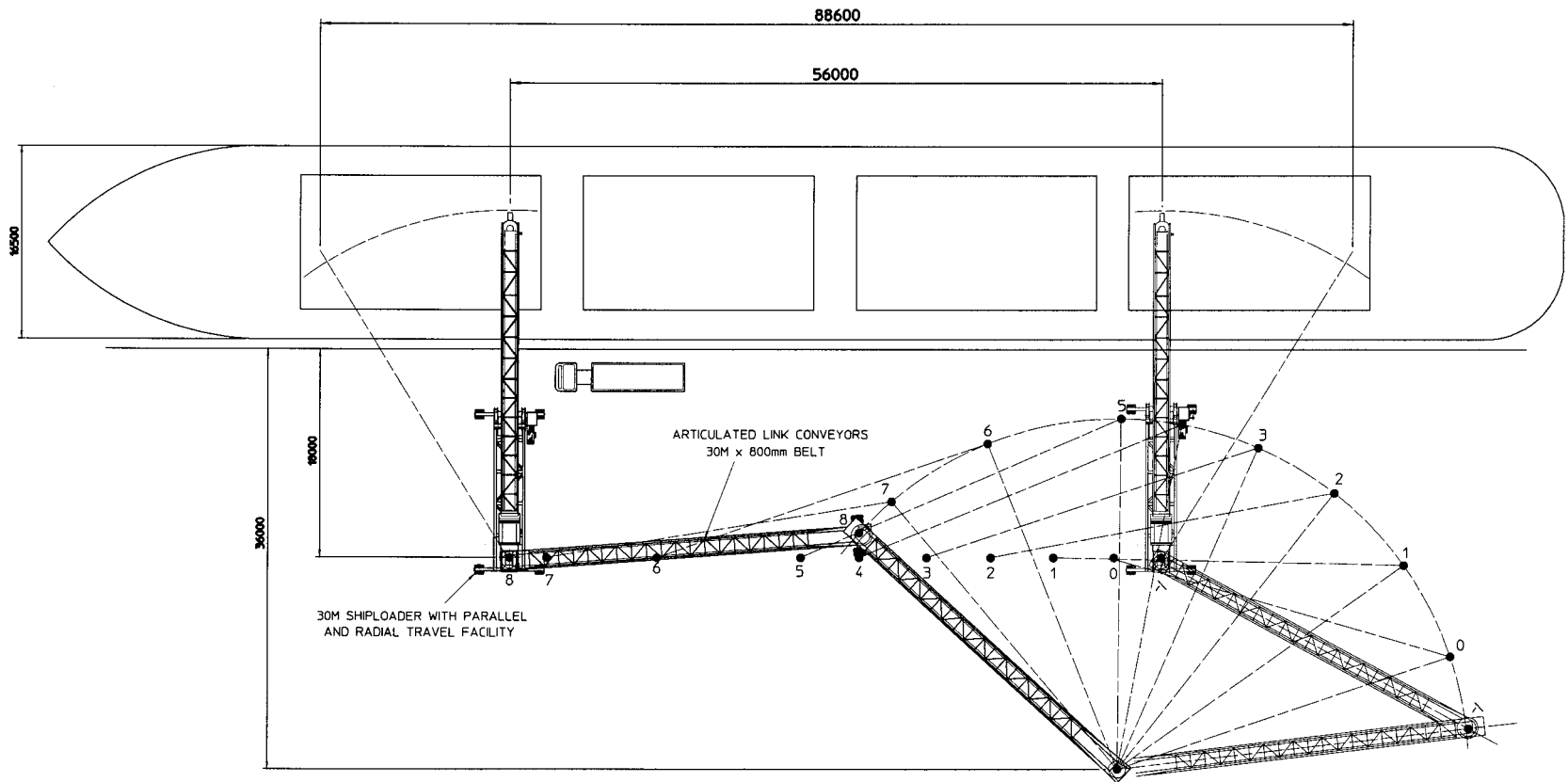


Flexible Connection between
Mobile Equipment and Fixed
Conveyor plant



- Alternative to Fixed Conveyors.
- Fully Mobile.
- Flexible in Operation.
- Reduced Capital Cost.
- Reduced Operating Cost.
- No Truck Haulage.
- Easily Relocated.

Link Conveyors in Ports



Link Conveyors transfer material from a fixed conveyor system to a Mobile Shiploader

Mobile Equipment offers the flexibility of multiple use: -

- Mobile Shiploaders may be combined with Mobile Samson Feeders.
- Samson Feeders + Link Conveyors used to feed a Shiploader.
- Grab Hopper + Link Conveyors used to transfer material to storage.
- Grab Hopper + Truck Haulage to a Stormajor for Ground Stockpiles.
- Grab Hopper + Truck Haulage to a Samson with Fixed Storage.
- Fixed Storage + Link Conveyors used to feed a Shiploader.

Multiple combinations of equipment provide total flexibility in both Import and Export schemes allowing maximum machine utilisation for many different duties...

Premas = Preventive Maintenance Service

A service available to all Aumund Group customers worldwide and **“Free of Charge”...!!!**

- Regular Inspections by Trained Engineers.
- Machine Condition Reports.
- Advice on Planned Maintenance.



Preventive Maintenance Saves Cost and Downtime...!!!

Thankyou for Listening

